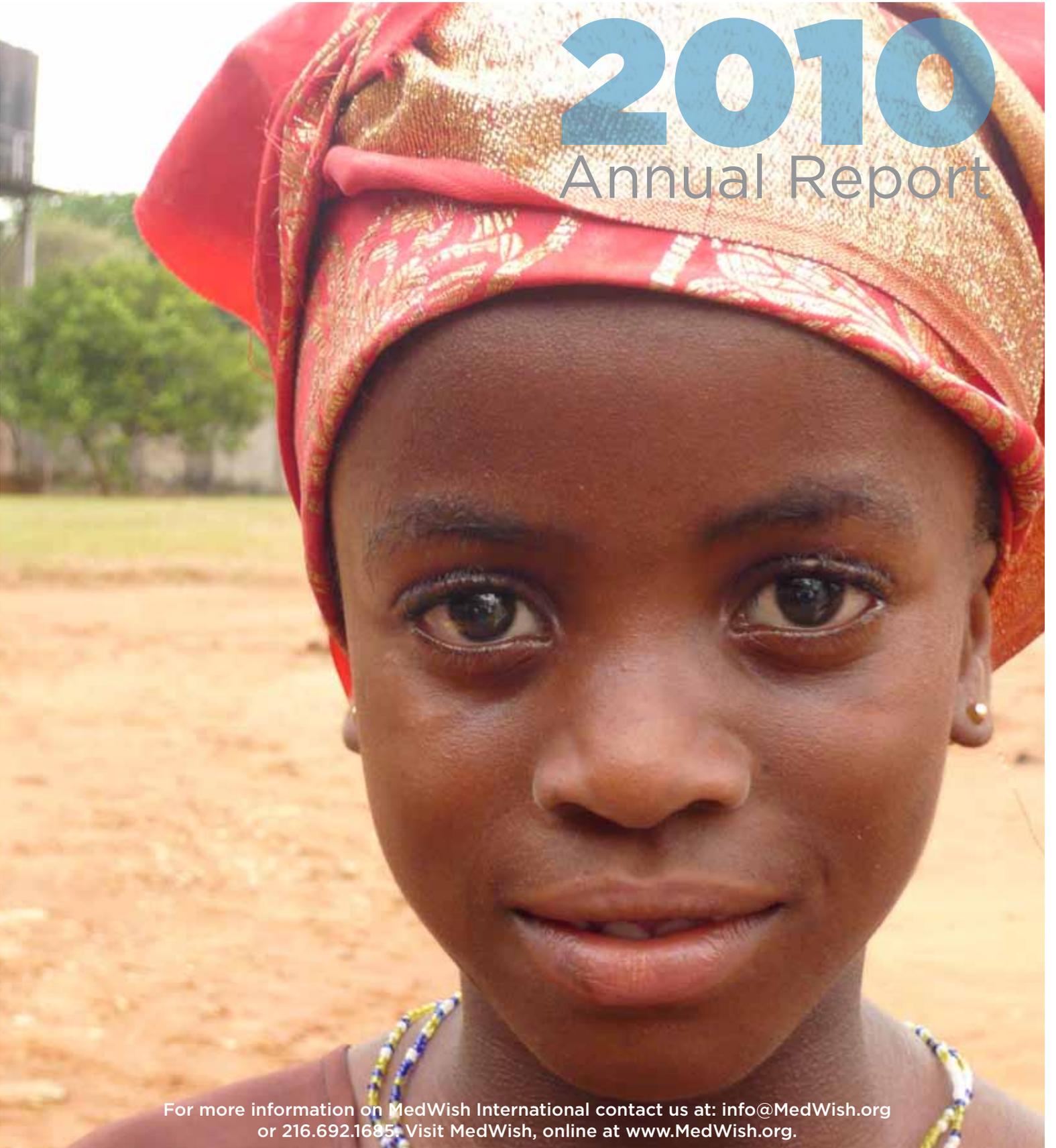


# MEDWISH

# 2010

## Annual Report



For more information on MedWish International contact us at: [info@MedWish.org](mailto:info@MedWish.org)  
or 216.692.1685. Visit MedWish, online at [www.MedWish.org](http://www.MedWish.org).

REPURPOSE. SAVE LIVES.

“Thanks to the medical supplies generously donated by MedWish International, we were able to perform eight spine surgeries in Kampala, Uganda. It may not seem like a lot, but to those eight individuals we made a huge difference.”

- **Dr. Isador Lieberman**



2010 was an exceptional year for MedWish International. At a time when many nonprofits cut back programs, MedWish expanded humanitarian relief efforts far beyond set expectations.

Based on a deep commitment to address the pressing medical needs of the disadvantaged globally, and in response to several catastrophic events that left people in dire need of medical assistance, MedWish stepped up our delivery of humanitarian aid significantly in 2010. We exceeded our every goal in terms of medical surplus recovered, shipments sent, volunteer hours contributed, and financial donations received.

In addition to expanding our global reach, in 2010, MedWish also increased its local impact through partnerships with a number of Cleveland-based organizations and schools that focus on training individuals with barriers to job placement. The result has been nothing short of spectacular, as our warehouse is constantly bustling with activity. Every day in 2010, MedWish staff, volunteers, and partner agencies worked together to sort, package, and ship life-saving aid around the world.

It is truly amazing to witness first-hand the growth and more important MedWish with the necessary tools to transform medical surplus into life saving humanitarian aid.

As we move into 2011, MedWish International has already developed ambitious plans for the new year. With many opportunities available to “save lives and save our environment” we encourage you to remain actively involved with MedWish International. Come to any one of our volunteer sorts, make a financial contribution, friend us on Facebook, or just spread the word about us. Thank you for your support.



*Lee Ponsky*  
**Lee Ponsky, M.D.**  
 Founder and President  
 MedWish International



*Tish Dahlby*  
**Tish Dahlby**  
 Executive Director



"I can't praise MedWish and the incredible people there enough. In Arequipa, Peru, CardioStart International performs compassionate heart surgery totally free on 14 to 18 individuals annually. This accomplishment would be impossible without MedWish; in fact, most of the patients would die each year without MedWish supplying us with our disposables and instruments."

**- Vic Carcioppolo, Southwest General Health Center; Board Member, CardioStart International**

2010 Board of Directors

**President**

Lee Ponsky MD  
University Hospitals, Case Western Medical Center

**Vice President**

Kathleen Boyle  
AK Window Dressings

**Board of Directors**

- |                    |                               |
|--------------------|-------------------------------|
| Ann Affolter       | Valleycrest                   |
| Ashley Baer Wilson | Coca-Cola                     |
| Sandhya Ballal     | University Hospitals          |
| Lisa Beno          | Cleveland Clinic              |
| Adel Bishai MD     | University Hospital (Retired) |
| Carl Doershuk MD   | Swagelok                      |
| Brooks Gerbitz     | Hanna Perkins Center          |
| Scott Hamilton     | Timken                        |
| Jane Hamrle        | Alternatorm                   |
| Tricia Kuivinen    | Weisman Kennedy               |
| Dave Landever      | Hillcrest Hospital            |
| Jeff Leimgruber    | Select Equity                 |
| Laura McKenna      | Weston                        |
| Rob Namy           | Lexin Capital                 |
| Zac Ponsky         | University Hospitals          |
| Roya Rezaee MD     | Cleveland Clinic              |
| Brian Smith        | US Endoscopy                  |
| Mike Smith         | Tucker Ellis                  |
| Peter Voudouris    | Phil Winton Enterprises       |
| Phil Winton        |                               |

**Mission Statement**

MedWish International is a Cleveland-based nonprofit organization committed to the recovery and recycling of donated medical supplies and equipment that 38 Northeast Ohio hospitals have designated for disposal. Once recovered, these still-useful supplies are made available to those providing medical care in developing countries throughout the world. In addition to improving the quality of medical care available to the underserved around the world, MedWish reduces the amount of solid waste deposited in local landfills, runs one of the area's most robust volunteer programs, and saves local hospitals significantly on disposal costs. Since its founding in 1994, MedWish has recovered over 2.2 million pounds of supplies (ranging in size from suture and needles to beds and sophisticated equipment) and shipped aid overseas to 90 countries.

886,303

**Pounds Received**  
(2009: 604,000 lbs.)  
That's the equivalent of an entire football field, stacked 6 feet high with boxes!

668,594

**Pounds Shipped**  
(2009: 428,000 lbs.)  
That's the equivalent of 74 African elephants worth of surplus!

17,909

**Volunteer Hours**  
(2009: 6,200 hours)  
That's the equivalent of 10 full time employees!

47

**Container Shipments**  
(2009: 43 Container Shipments)  
That's the equivalent of 75 school buses packed with live-saving supplies!

151

**Hand-Carried Shipments**  
(2009: 140 Hand Carries)  
With the help of our partners, we served 54 different countries!

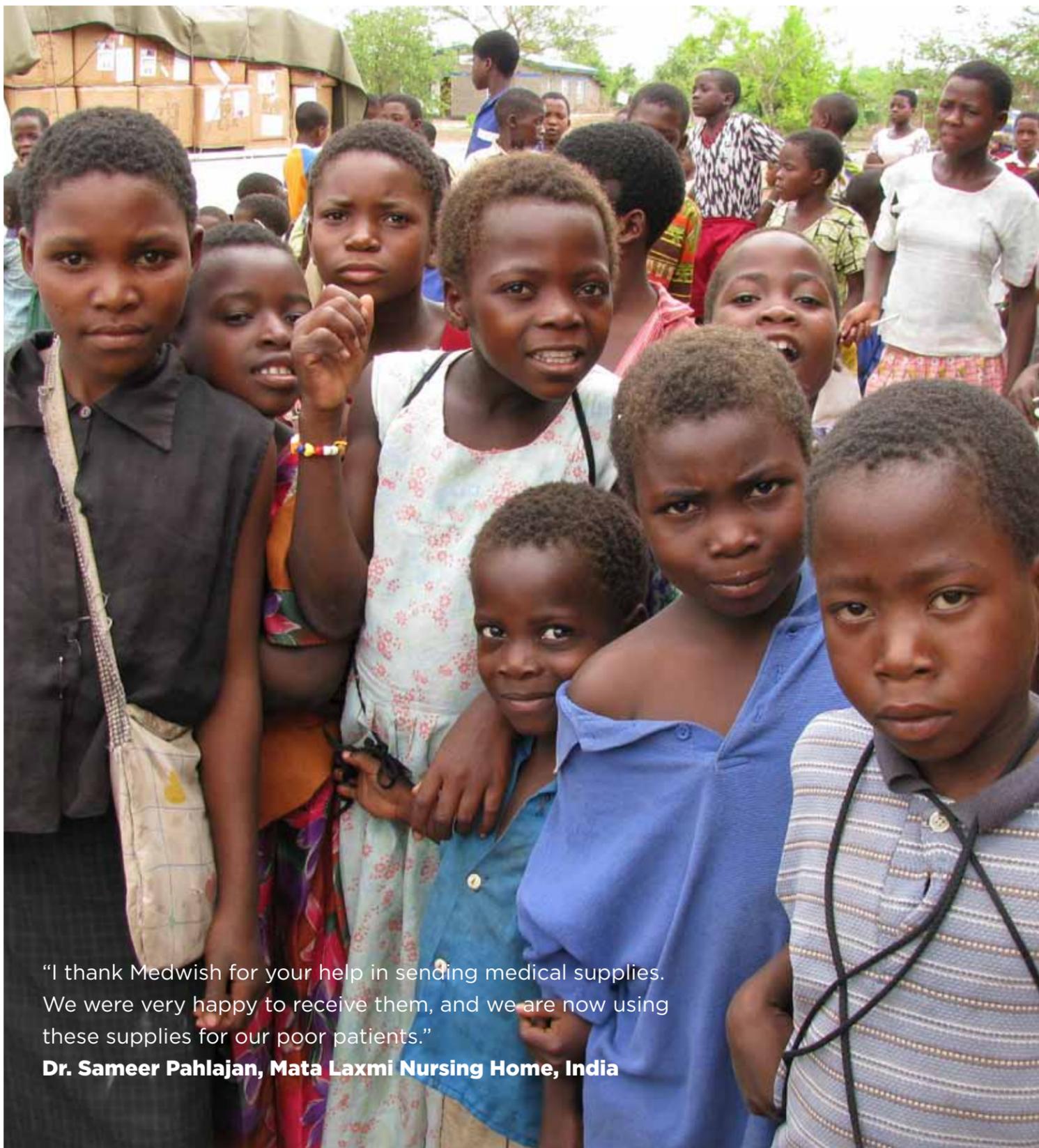
73,447

**Pounds of Surplus Recycled**  
(2009: 35,381 lbs.)  
Not everything we receive can be redistributed, so we ensure these supplies are recycled.



“Thank you to MedWish International for their incredible support and donation of medical supplies that have allowed us to accomplish the much-needed medical care in a devastated country.”

**-Lauren Sabo, Hearts for Haiti**



“I thank Medwish for your help in sending medical supplies. We were very happy to receive them, and we are now using these supplies for our poor patients.”

**Dr. Sameer Pahlajan, Mata Laxmi Nursing Home, India**

Countries served in 2010

- Argentina
- Armenia
- Bangladesh
- Belize
- Benin
- Bhutan
- Brazil
- Cambodia
- Cameroon
- Chad
- Chile
- China
- Congo
- Costa Rica
- Cuba
- Dominica
- Dominican Republic
- Republic of Congo
- Ecuador
- Egypt
- El Salvador
- Ethiopia
- Ecuador
- Gabon
- Ghana
- Guatemala
- Haiti
- Honduras
- India
- Jamaica
- Kenya
- Kosovo
- Liberia
- Malawi
- Mali
- Nicaragua
- Nigeria
- Papua New Guinea
- Peru
- Philippines
- Rwanda
- South Africa
- Sudan
- Swaziland
- Syria
- Tanzania
- Uganda
- Ukraine
- Vietnam
- Zambia
- Zimbabwe

## STATEMENT OF ACTIVITIES

<b>INCOME</b>	<b>2009</b>	<b>2010</b>
Contributions & Grants	8,694,273	12,409,301
Program Services	95,258	286,439
Fundraising	140,201	252,923
Investments	3,854	10,656
<b>Total Support &amp; Revenue</b>	<b>9,053,110</b>	<b>12,839,795</b>

## BALANCE SHEET

<b>ASSETS</b>	<b>2009</b>	<b>2010</b>
Cash	428,879	677,398
Pledges Received	10,837	4,578
Inventory	4,275,723	5,588,699
Equipment Depreciation	15,291	16,445
Misc. Assets	798	798
<b>TOTAL ASSETS</b>	<b>4,731,528</b>	<b>6,287,918</b>

<b>LIABILITIES</b>	<b>2009</b>	<b>2010</b>
Taxes Payable	0	20,000
Net Assets	4,731,528	6,267,918
Restricted Net Assets	0	303,013
Unrestricted Net Assets	4,731,528	5,964,903
<b>TOTAL LIABILITIES</b>	<b>4,731,528</b>	<b>6,267,918</b>

## FINANCIAL INFORMATION

<b>OPERATING EXPENSES</b>	<b>2009</b>	<b>2010</b>
Accounting	1,000	1,200
Advertising	1,159	425
Dues & Fees	3,500	0
Equipment Rental	0	0
Freight	22,404	157,709
Grants	6,928,949	10,698,204
Insurance Expenses	1,836	2,206
IT Expenses	4,976	0
Medical	0	0
Meeting	0	0
Office Expenses	13,609	11,518
Other Expenses	1,932	20,634
Postage & Delivery	200	2,001
Printing	159	0
Procurement Costs	0	0
Rent	0	0
Salaries	247,999	308,212
Telephone	2,076	3,851
Travel	1,140	27,832
Warehouse Supplies	8,433	69,613
<b>Total Operating Expenses</b>	<b>7,239,372</b>	<b>11,303,403</b>
Change in Net Assets from Operating Activities	0	0
Change in Net Assets from Nonoperating Activities	1,803,082	1,532,536
Investment Income	10,656	3,854
<b>Total Change in Net Assets From Nonoperating Activities</b>	<b>0</b>	<b>0</b>
<b>Change in Net Assets</b>	<b>1,813,738</b>	<b>1,536,390</b>



“MedWish International’s medical supplies saved lives in the Haitian hospital where I worked. As wounded survivors came in, we used the mobile surgical packs as quickly as we could open them.”

**Dr. Chip Lambert, Medical Director for the Medical Benevolent Foundation and Brother’s Brother Foundation**

Volunteering

We thank our 2010 volunteers, who gave their time and energy to save medical surplus from our landfills and repurpose them to save lives around the world. Come and join us in 2011 on any one of these dates for our Saturday sorts, or email us to make your own individual arrangements.

- |            |                |               |
|------------|----------------|---------------|
| June 4th   | August 20th    | November 5th  |
| June 18th  | September 10th | November 19th |
| July 9th   | September 24th | December 3rd  |
| July 23rd  | October 1st    | December 17th |
| August 6th | October 15th   |               |

Looking for an interesting event for your youth group, school, community organization, or place of worship? The MedWish Speakers Bureau is here to help! Just email Andres at [acharneco@MedWish.org](mailto:acharneco@MedWish.org) and we’ll be happy to send you an engaging speaker or videos about our work.

92 cents of every dollar donated goes directly to saving medical surplus and providing humanitarian relief

**How to Help MedWish International from Home**

1. Utilize social media to help spread the word about MedWish! Update your Facebook status; "Like" us on Facebook; retweet us on Twitter; subscribe to our YouTube channel; and more! You can even launch your own personal fundraising campaign using a site like CrowdRise.com or FirstGiving.com.
2. Help us recruit volunteers from the organizations you're involved with.
3. We love to talk about what we do. Give us the chance and our Speakers Bureau, made up of volunteers and board members, will educate your organization in a fun, interactive way.
4. Write a short blurb about what volunteering meant to you and email it to us!
5. Do you have any special skills that you'd be willing to contribute? In particular, we're looking for people with graphic design, video editing, and other technical skills.
6. Do you know a college student who will be home for the summer or for break? MedWish offers fun, rewarding unpaid internships. While we can't offer compensation, we offer a meaningful work experience and great recommendation letters!
7. Do you search and/or shop online? You can help MedWish with every click! Just change your search engine to GoodSearch and your shopping to GoodShop, and make sure to designate MedWish as your beneficiary. Thirty seconds of your time could earn MedWish hundreds of dollars!
8. Write thank-you notes for us. Help us thank our donors by writing personal notes from your home. We'll send you stationery and addresses; all you have to do is tell your story!

**For more information or to pursue any of these opportunities, please contact** MedWish's Volunteer Coordinator Angela Germano at (216) 692-1685 or [acharneco@MedWish.org](mailto:acharneco@MedWish.org)

HAITI EARTHQUAKE

To honor the memory of over 200,000 Haitians killed and 1.5 million left homeless by the earthquake, We are proud to report on the response of MedWish International to this humanitarian crisis. During the Haiti crisis, MedWish fulfilled its important mission: Rescuing still-useful medical supplies from disposal and redistributing them to save lives around the world. Since 2006, MedWish International has regularly sent medical supplies to Haiti, and has developed excellent relationships with local, national, and international healthcare providers.

Within 48 hours of the earthquake, the first shipment of medical supplies left our warehouse bound for an airlift to the Dominican Republic. We quickly joined forces with Partners in Health (PIH), the largest provider of healthcare services in rural Haiti. From PIH's ten hospitals and clinics - miraculously, none of which were affected by the earthquake - MedWish International's medical supplies were quickly received and distributed to survivors.

As the recent outbreak of cholera vividly demonstrates, healthcare in Haiti continues to face significant challenges. That's why we have made a long-term commitment to Haiti: since January 2010, we have sent shipments every month. Of the \$195,000 raised by MedWish International specifically for Haiti relief, we are proud to report that 100 percent of the money has been spent sending relief supplies. MedWish has partners on the ground able to put our medical supplies to immediate use saving lives.

The need in Haiti remains dire, the survivors remain desperate, and the requests for medical shipments remain urgent. As people in Haiti are literally dying for the things American hospitals throw away every day, MedWish is committed to conserving our environment and promoting health by using these supplies to support families, care for children, and offer comfort to those for whom life is a daily struggle. As we often say, "We package hope in every box."

MedWish International greatly appreciates the groundswell of support for our efforts to save lives in Haiti, but the work is not done, and we need your continued contributions. Our partners on the ground often tell us that, despite the hardships, pain, and loss, the Haitian spirit remains unbroken. In the words of Pierre Brisson, a survivor, "In spite of all our misery, we are still standing." We stand with you, Mr. Brisson.

Thank you for your support. Thank you for supplying life.

THE MEDWISH RESPONSE

\$190,000

contributed in 2010

744

individuals, corporations, foundations, and other organizations that contributed

27:1

MedWish shipped \$28 of supplies for every dollar donated

44

Haiti shipments MedWish sent directly or supplied in 2010

320,000

pounds of surplus medical supplies and other items shipped to Haiti

\$5,120,000

estimated market value of supplies shipped



“We received a truckload of suture from MedWish - this is enough suture to last us ALL YEAR at Bongolo! What a blessing you have been to our hospital!”

**-Joanna Theilander, Bongolo Hospital, Gabon, Africa**

**THE MEDWISH VISION FOR 2011**

MedWish has an exciting year planned for 2011, as we continue to expand our local and international impact. Here are some of the headlines you can expect to see in 2011:

- **MedWish announces groundbreaking partnership in Africa.** Beginning with Ganta Hospital in Liberia, MedWish will be partnering with several different organizations, including the Brother’s Brother Foundation based in Pittsburgh, to launch long-term, sustainable projects throughout Africa. Because Ganta Hospital is an academic medical center, it is well positioned to transform medical care throughout Liberia. As this partnership takes shape, the next generation of doctors and nurses will receive better training, and their impact will spread throughout the country. Ganta Hospital will become an international model for effective, sustainable humanitarian relief projects.
- **Annual MedWish Medical Brigade to Nicaragua treats thousands, crosses cultural barriers.** Planned for early August, the Medical Brigade is the best way to see the medical need outside the United States, and then roll up your sleeves and do something about it!
- **An upgrade to the warehouse inventory system will increase efficiency and allow faster processing.** MedWish’s sophisticated back-end computer system, created and implemented in 2009, will receive a significant upgrade in 2011, ensuring that MedWish stays on the cutting edge of logistics.
- **MedWish expands volunteer program by offering more opportunities for those with special needs or barriers to employment.** In partnership with the Cleveland Clinic Center on Autism and Vocational Guidance Services, MedWish employed 35 individuals with special needs as sorters in the warehouse in 2010. That partnership is set to expand significantly in 2011.